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(c) 2004 Telegraph Group

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S1	28377	PRODUCT(2N)'BUNDL??? OR CROSS()SELL??? OR COBRAND??? OR CO(-)BRAND???
S2	3723220	RELATED OR ASSOCIATED OR AFFILIAT??? OR ALLIED OR ALLIANCE- OR INTERRELATED OR ANCILLARY OR AFFINITY
S3	13827888	SELL??? OR VEND??? OR LICENS??? OR LICENC??? OR SALE? ? OR PROVID??? OR PROVISION OR SUPPL???? OR BUY??? OR PURCHAS??? OR PROCUR??? OR ACQUIR??? OR OBTAIN???
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S6	1193155	DISCOUNT? ? OR INCENTIVE? ? OR MARKDOWN? ? OR MARK??()DOWN? ? OR REBATE? ? OR REFUND?? OR MONEYBACK OR MONEY() (BACK OR O- FF)
S7	13954672	BOTH OR TOGETHER OR AT()ONCE OR SIMULTANEOUS? OR CONCURREN- T? OR SAME() (TIME OR INSTANT) OR EN()MASSE OR SET OR BUNDLE OR PACKAGE OR PAIR??? OR COUPL??? OR COMBIN??? OR AGGREGAT??? OR AGGRAGAT???
S8	201621	S1 OR (S2(5N)S3)
S9	531076	S4(20N)S5
S10	46899	S6(5N)S7
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S13	133933	S9(10N) (S2 OR S3)
S14	35	S12(S)S13
S15	38	S12 AND S13
S16	29	S15 NOT PY>2000
S17	28	S16 NOT PD=20000630:20041031
S18	25	RD (unique items)

18/3,K/4 (Item 2 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2004 ProQuest Info&Learning. All rts. reserv.

1027971 99-92063

Alltel first to bundle telecom services

Haman, John
Arkansas Business (Little Rock, AR, US), V16 N2 p1
PUBL DATE: 990111
WORD COUNT: 855
DATELINE: Little Rock, AR, US, Southwest

TEXT:

...business and residential customers.

Sprint already offers Internet access, long-distance, paging and digital wireless **service** on a separate basis, and customers will be able to **purchase** all of those **services** -- plus landline telephone **equipment** -- at Sprint PCS stores in the second quarter of 1999. But Sprint has no immediate plans to **bundle** the **services** at a **discount**, says Kenneth Conner, district manager of **sales** and marketing for Sprint PCS in Little Rock.

18/3,K/11 (Item 2 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2004 The Gale Group. All rts. reserv.

01465424 Supplier Number: 45035802 (USE FORMAT 7 FOR FULLTEXT)

Box Retraces Wax Trax!'s Bumpy Road

Billboard, v0, n0, p14
Oct 1, 1994
ISSN: 0006-2510
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 981

... Wave, HMV, and Virgin Megastores.
In addition, consumers will receive a coupon for a \$2 **discount** on the **set** when they **buy** any Wax Trax!/TVT **CD** or cassette by an artist featured on the compilation. Participating retail chains include Camelot, Musicland, Blockbuster **Music**, Wherehouse Entertainment, and Trans World.
It was TVT, the label on which Nine Inch Nails...

18/3,K/12 (Item 1 from file: 702)
DIALOG(R)File 702:Miami Herald
(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

09077054

PAYING MORE FOR LESS

Miami Herald (MH) - Tuesday, March 18, 1997
By: Herald Staff
Edition: Final Section: Editorial Page: 10A
Word Count: 764

TEXT:

...s clear that risk -- especially hurricane risks -- can be managed better and damage reduced. Andrew **provided** an **incentive** and the will to do **both**.

One **tool** for managing **insurance** risk is the Florida Windstorm Joint Underwriting Association, an insurer-run pool established in 1970 to provide **insurance** in the Keys. The ``wind pool'' has grown rapidly from

70,000 policies pre-Andrew...

18/3,K/13 (Item 2 from file: 702)
DIALOG(R)File 702:Miami Herald
(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

02013342

ACROSS THE BOARD, PARK'S CHESS IS A HIT

Miami Herald (MH) - SUN FEB 26 1984

By: ELLYN FERGUSON Herald Staff Writer

Edition: NEIGHBORS Section: NEIGHBORS NW Page: 19

Word Count: 476

...a school of chess in Northwest Dade.

The school, said Cutler, a Florida State Employment **Services** worker, will be a center for budding young players and home to older, more advanced players. It would **supply** chess **equipment** to members at a **discount**.

The ground breaking is tentatively **set** for September 1987, Cutler said. The fund-raising will begin in earnest this year.

Meanwhile...

18/3,K/17 (Item 2 from file: 13)
DIALOG(R)File 13:BAMP
(c) 2004 The Gale Group. All rts. reserv.

1010215 Supplier Number: 00630146 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Let's Make a Deal: Contract Terms to Bring Up in Negotiations

(Factors hospital managers should consider to boost their hospital's budgets for medical, surgical supplies include prepayment of a purchased product)

Article Author(s): Carroll, Patrick E; Leeds, Edward W

Materials Management in Health Care, v 5, n 2, p 28-30

February 1996

DOCUMENT TYPE: Journal; Guideline ISSN: 1059-4531 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1504

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...supplier. This allows hospitals to enhance their product line management and receive increased volume rebates.

Service terms. Virtually all **equipment** comes with a certain period of warranty, either expressed or implied. During this period, **service** is usually **provided** at no cost to the hospital or at markedly discounted rates. After the warranty period...

...the extension of an original warranty period may be a valuable "bargaining chip" when negotiating **equipment** contracts.

The value of such a concession can be estimated by studying what a **service** agreement would cost during the period of extension. Assume, for example, that a hospital wants to **buy** diagnostic imaging **equipment** and has negotiated a 15 percent discount worth \$150,000 off the list price of...

...20 percent discount, but the supplier balks at providing the additional 5 percent. Instead, the **supplier** offers to extend the **equipment** warranty for the **service** contract from one year to two years.

The hospital researches this offer and realizes it has a net present value of approximately \$100,000. The overall discount on the **equipment** plus the extended **service** contract approximates the 20 percent **discount** originally desired by the hospital. Both parties are satisfied and the contract is finalized.

Patrick E. Carroll is president of Patrick...

18/3,K/21 (Item 1 from file: 484)
DIALOG(R)File 484:Periodical Abs Plustext
(c) 2004 ProQuest. All rts. reserv.

04389136 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Cooperative ventures in a competitive environment: The influence of regulation on management decisions
Weingarten, Joseph P Jr
Journal of Healthcare Management (HHS), v44 n4, p282-300, p.19
Jul 1999
ISSN: 1096-9012 JOURNAL CODE: HHS
DOCUMENT TYPE: Feature
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 7895

TEXT:
... would likely compete, choosing to acquire its own PET in the event that Methodist Hospital **purchased** its own **equipment**. Mr. Ramsey, however, saw the PET technology as financially unfeasible as an individual project and would have **purchased** the PET **services** as needed from the Baptist facility. Even so, Mr. Ramsey was not immune to pressures...

...technology was likely to have on the balance of power. Technology is used to differentiate **services** between hospitals and serves as a marketing **tool** to attract **both** physicians and patients. The **incentive** to submit a competing CON seems to hinge more on the expected consequences of being...

18/3,K/23 (Item 3 from file: 484)
DIALOG(R)File 484:Periodical Abs Plustext
(c) 2004 ProQuest. All rts. reserv.

04149872 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Bundling business tech
Kerven, Anne
ColoradoBiz (COLO), v26 n2, p20, p.01
Feb 1999
JOURNAL CODE: COLO
DOCUMENT TYPE: News
LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 213

TEXT:
... technology and goals and produces an entire communications system, ranging from telephone and long-distance **service** to computer hardware, Internet **service**, LANs and WANs.

Convergent's deal: It owns and maintains the whole package - or **provides equipment and services** "a la carte," Allen said. Bundling, **vendor discounts** and Convergent maintenance of the **package** can bring costs to a few hundred dollars a person per month or more.
Some...

18/AA,AN,TI/1 (Item 1 from file: 47)
DIALOG(R)File, 47:(c) 2004 The Gale group. All rts. reserv.

03892817 SUPPLIER NUMBER: 13831514
How Clintonomics will impact black business. (Bill Clinton's economic plan)

18/AA,AN,TI/2 (Item 2 from file: 47)
DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

03232449 SUPPLIER NUMBER: 07448199
20 ways to cash in on high yields.

18/AA,AN,TI/3 (Item 1 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00-33313
OLOL dives into Ascension market

18/AA,AN,TI/4 (Item 2 from file: 635)
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99-92063
Alltel first to bundle telecom services

18/AA,AN,TI/5 (Item 3 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

97-62066
Fading star: Washington's once-hot film industry is losing screen time to
scene-stealing British Columbia

18/AA,AN,TI/6 (Item 4 from file: 635)
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97-24601
GTE disappointed at PSC's terms for local service

18/AA,AN,TI/7 (Item 5 from file: 635)
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96-84199
Pacific Bell introduces economical, high-performance solution for marrying
SNA and frame relay

18/AA,AN,TI/8 (Item 6 from file: 635)
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95-61408
Micro Enhancement International names Tim Staples as president and CEO

18/AA,AN,TI/9 (Item 7 from file: 635)
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93-06599
Delta Delays Maintenance Hangar Sought by Louisville

18/AA,AN,TI/10 (Item 1 from file: 570)
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01652283 Supplier Number: 48387288
RadioShack will sell Primestar.

18/AA,AN,TI/11 (Item 2 from file: 570)
DIALOG(R)File 570:(c) 2004 The Gale Group. All rts. reserv.

01465424 Supplier Number: 45035802
Box Retraces Wax Trax!'s Bumpy Road

18/AA,AN,TI/12 (Item 1 from file: 702)
DIALOG(R)File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

09077054
PAYING MORE FOR LESS

18/AA,AN,TI/13 (Item 2 from file: 702)
DIALOG(R)File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

02013342
ACROSS THE BOARD, PARK'S CHESS IS A HIT

18/AA,AN,TI/14 (Item 1 from file: 713)
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07530104
STATIC OVER CABLE RATES FUROR USHER IN NEW TV ERA

18/AA,AN,TI/15 (Item 1 from file: 714)
DIALOG(R)File 714:(c) 2004 Baltimore Sun. All rts. reserv.

07304199
AREA RESORTS READY TO ENTICE SKIERS WITH A SEASONAL LIFT SCOPE ON THE
SLOPES

18/AA,AN,TI/16 (Item 1 from file: 13)
DIALOG(R)File 13:(c) 2004 The Gale Group. All rts. reserv.

1059038 Supplier Number: 01178789
Immunizing adults

18/AA,AN,TI/17 (Item 2 from file: 13)
DIALOG(R)File 13:(c) 2004 The Gale Group. All rts. reserv.

1010215 Supplier Number: 00630146
Let's Make a Deal: Contract Terms to Bring Up in Negotiations

18/AA,AN,TI/18 (Item 3 from file: 13)
DIALOG(R)File 13:(c) 2004 The Gale Group. All rts. reserv.

1006923 Supplier Number: 00641062
CAN PURCHASING ALLIANCES ADAPT?

18/AA,AN,TI/19 (Item 4 from file: 13)
DIALOG(R)File 13:(c) 2004 The Gale Group. All rts. reserv.
1005343 Supplier Number: 00645994
When Hospital Networks Form, Alliances Feel the Aftershocks

18/AA,AN,TI/20 (Item 1 from file: 483)
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01827830
Amid the Ashes, Vows of Self-Reliance

18/AA,AN,TI/21 (Item 1 from file: 484)
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04389136
Cooperative ventures in a competitive environment: The influence of
regulation on management decisions

18/AA,AN,TI/22 (Item 2 from file: 484)
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04310556
The copyright dilemma involving online service providers: Problem
solved...for now

18/AA,AN,TI/23 (Item 3 from file: 484)
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04149872
Bundling business tech

18/AA,AN,TI/24 (Item 4 from file: 484)
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03643127
EchoStar bows DiSH promo

18/AA,AN,TI/25 (Item 5 from file: 484)
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02931962
CD-ROM vs. PAPER--Verdict: They both win